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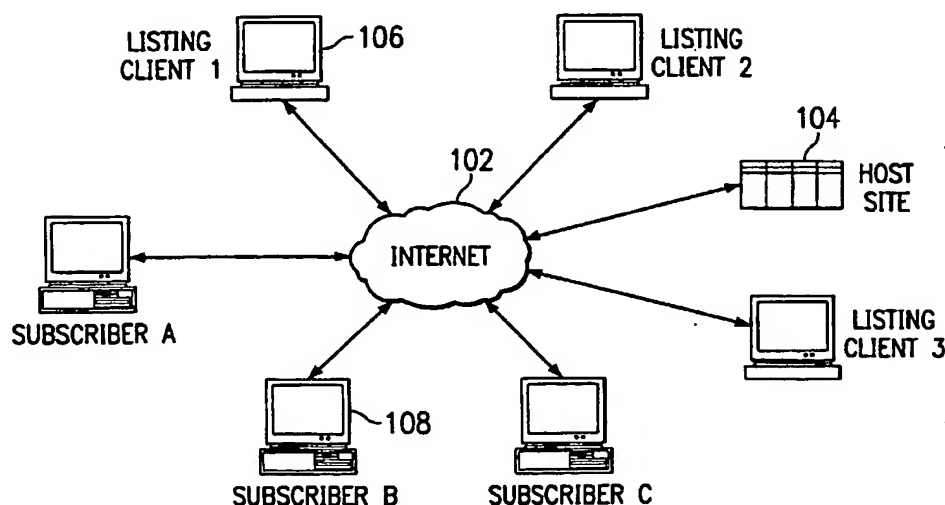
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(54) Title: METHOD AND APPARATUS FOR FACILITATING THE SELECTION OF LEGAL AND LEGAL-RELATED SERVICE PROVIDERS



(57) Abstract: The present invention is a method and apparatus for facilitating the selection of legal and legal-related service providers. When characterized as an apparatus, the invention has a host site computer, a listing client computer in communication with the host site computer, and a network subscriber computer in communication with the host site computer. Initially, a request for proposal is created using the listing client computer. This request for proposal includes criteria for determining whether a network subscriber can view the request for proposal. After being created, the request for proposal is transmitted to the host site computer. Next, a profile is created using the network subscriber computer. The profile includes characteristics of the network subscriber. After being created, the profile is transmitted to the host site computer. Finally, the host site computer compares the request for proposal and the profile to determine if the network subscriber will have access to the request for proposal.

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Method and Apparatus for Facilitating the Selection of Legal and Legal-Related Service Providers

Field of the Invention

5 The present invention relates generally to the creation of a communications network site on which persons in need of certain services can post requests for proposals (RFPs) from service providers for the provision of the services required. More specifically, the present invention pertains to a method and apparatus for allowing persons with legal or legal-related needs to advertise such needs in the form of their own detailed specifications, where lawyers or law firms or other persons or firms who provide legal-related services can submit proposals
10 to fulfill those needs.

Background of the Invention

As ever-increasing numbers of computer users secure access to the Internet, a wide variety of new and existing business enterprises are likewise in increasing numbers establishing their own web sites to expand their own business opportunities. In its extant evolving form,
15 perhaps the most significant advantage of the Internet is one's ability to reach large numbers of people at a relatively low cost.

In its infancy, the "first wave" of commerce on the Internet consisted of simple marketing/promotion sites. Today, several types of web sites exist which offer things such as computer hardware and software, books, music and the like for sale over the Internet. One can
20 access these sites, select any products they like, and then purchase the same via credit card, typically through an account arrangement with a third party credit verification/validation agency such as Cybercash or Verisign. These sites, essentially entailing simple order-taking, epitomize the "second wave" of business applications.

An ensuing variation of these kinds of sites are "auction" sites, which liquidate surplus
25 electronic equipment inventories (computers, portable video recorders and VCRs, CD players, etc.) and other items either by bid (such as EBay and Onsale), where again the actual credit transactions are typically processed via third party arrangements with the purchaser's credit card being charged for the goods and any associated handling charges, and the goods then shipped to the purchaser, or by barter (such as FastParts); similar sites entail specialized collectibles
30 (such as eworldauction.com) and commodities (such as energymarket.com). Many of these

other types of sites either utilize other types of payment arrangements, such as separate escrow account arrangements, or effect transactions only if the buyer and seller reach acceptable terms of payment.

Services, unlike goods, are for the most part more difficult to sell over the Internet. When one purchases a brand-name computer or CD over the Internet, they do so with the expectation that the quality of those products will be same as the counterparts they could have purchased at a local retailer. This same element of relative confidence is characteristic of the existing web sites which serve as an open market for the provision of services by competing service providers, because those services are by their very nature comparatively generic and commodity-like, such as airline tickets/service (*e.g.*, priceline.com), long-distance service blocks (*e.g.*, arbinet.com) and shipping/freight services (*e.g.*, The Internet Truckstop).

However, in other instances, no two service providers ordinarily provide the same level of service for a given task or project, and both the quality of those services provided and the price charged for those services can vary widely. These divergent elements are particularly characteristic of certain types of professional services, and perhaps most so in the case of many legal services.

Moreover, other elements or characteristics are virtually unique to the provision of most legal services and/or the selection/engagement process between the client and attorney: (i) the avoidance of conflicts of interest; (ii) the establishment and preservation of the attorney-client privilege; and (iii) the plain desire of clients in many instances to not have their business or legal needs broadcast to their opponents or competitors, or interested or casual observers, or strangers.

Also, due to the differentiation in the laws and rules of procedure as among the various states (and countries), and the corresponding certification, regulation and licensing of attorneys by each of those sovereigns' judicial systems, most lawyers are licensed to practice in only one state (or country), and those licensed to practice in two or more are the exception; of course, particularly in the last quarter century, a number of large law firms have dealt with this dilemma by establishing offices in different states (and/or countries) to extend their ability to serve their

clients, particularly in other major centers of commerce or government, with attorneys licensed to practice in those areas, but even today not a single law firm has a truly nationwide (much less global) practice.

5 Conversely, in the same last quarter century, a broad array of businesses in increasing numbers have extended their substantive operations both nationwide and worldwide through their own internal growth and/or via merger and consolidation; the legal needs of many of those companies, particularly in terms of dealing with any litigation arising in these extended spheres of operation, have likewise expanded both geographically and geometrically.

10 Yet companies today essentially still have only the traditional means and methods of selecting counsel to service their expanding needs: either utilizing existing counsel to service those needs, or selecting other counsel based on recommendations or referrals by their existing counsel or selecting other counsel based on word-of-mouth via their peers, or on general reputation and/or recent publicity. By their very nature, these existing methods are inherently narrow in terms of the scope of choice attained in comparison to the universe of the potential
15 providers of such services.

 And while the comparatively recent advent of lawyer and law firm advertising has served to at least somewhat expand the scope of choice between providers of legal services in some areas of practice, that advertising is most suited for, and therefore most typically oriented to, either high volume applications (e.g., divorce cases, workers compensation claims,
20 individual bankruptcies, traffic tickets) or prospective high-dollar tort claims, and is only rarely utilized to promote a lawyer's or firm's availability and expertise regarding general business applications. Moreover, advertising itself does nothing to further facilitate, enhance or expedite the traditional means or processes of selection described above.

25 The present invention utilizes a computer-based communications network to provide client users the opportunity to significantly expand their scope of choice as between prospective providers of services to meet their particular needs, and to acquire significant comparative data regarding both pricing and strategic resource availability in comparative terms based on their own delineated criteria, while incorporating appropriate mechanisms and protocols to identify

and avoid conflicts of interest, and to maintain client confidentiality if and as needed or desired. As significantly, it enables subscribing legal service providers to become aware of potential clients in need of specific services which they may (or may not) be in a position to provide, via a mechanism which has not heretofore existed and which serves to enhance and complement the traditional means and methods by which providers of these services have been selected in the past. The present invention will serve to substantively automate, enhance and expedite the underlying processes facilitating the selection of a service provider based on the customized specifications of the client.

Summary of the Invention

It is therefore one object of the present invention to provide an Internet (or other advanced communications network) site which allows persons and companies to broadcast their specific legal/legal-related needs by listing requests for proposals (RFPs).

5 It is yet another object of the present invention to otherwise limit the access to the client listings on said site to licensed attorneys, law firms and certain other professionals in legal-related areas (*i.e.*, those persons generally obligated to adhere to the tenets of client confidentiality), and to require by subscription agreement that those who seek, and are afforded access to any given listing will maintain the confidentiality of any material information they
10 acquire by virtue of same as they would with any like information acquired in the course of considering any prospective engagement.

It is yet another object of the present invention for the site to allow such persons and companies posting RFPs to limit access to same to only those attorneys or law firms they specify by name, or to deselect certain subscriber attorneys or law firms which either have
15 existing identifiable conflicts of interest or who the listing party does not otherwise desire to have access to such listing (such as a former service provider with whom they have previously severed ties), or by geographic area and/or substantive area of practice.

It is yet another object of the present invention for the site to allow the attorneys or law firms (or other legal-related professionals) as are accorded access to any given RFP listings to
20 submit proposals to provide the requested legal services should they choose to do so.

It is yet another object of the present invention to provide mechanisms to identify and avert actual or potential conflicts of interest before an engagement occurs.

These and other objectives are achieved as follows. The present invention is a method and apparatus for facilitating the selection of legal and legal-related service providers. When
25 characterized as an apparatus, the invention has a host site computer, a listing client computer in communication with the host site computer, and a network subscriber computer in communication with the host site computer. Initially, a request for proposal is created using

the listing client computer. This request for proposal includes criteria for determining whether a network subscriber can view the request for proposal. After being created, the request for proposal is transmitted to the host site computer. Next, a profile is created using the network subscriber computer. The profile includes characteristics of the network subscriber. After
5 being created, the profile is transmitted to the host site computer. Finally, the host site computer compares the request for proposal and the profile to determine if the network subscriber will have access to the request for proposal.

Brief Description of the Drawings

The novel features believed characteristic of the invention are set forth in the appended claims. The invention itself, however, as well as a preferred mode of use, further objectives and advantages thereof, will best be understood by reference to the following detailed description of an illustrative embodiment when read in conjunction with the accompanying drawings, wherein:

Figure 1 illustrates a communications network and a series of computers upon which the present invention can be implemented;

Figure 2 is a flowchart illustrating how a client posts a RFP;

Figure 3 is a flowchart illustrating how a subscriber gains access to a list of RFPs;

Figures 4A and 4B are sample listings of RFPs for different subscribers;

Figure 5 is a flowchart showing the method by which a subscriber's active index of RFPs is formed;

Figure 6 is a flowchart depicting how a subscriber can review a RFP; and

Figure 7 is a flowchart depicting how conflict of interest issues are resolved in the process of gaining access to a RFP.

DETAILED DESCRIPTION OF THE PREFERRED EMBODIMENT

The present invention is a computerized system forming a computer based communications network for displaying requests for proposals (RFPs) submitted by registered listing clients delineating their particular legal/legal-related service needs and any associated specifications they may have pertaining to the same, to a spectrum of potential legal/legal-related service providers who are subscribers to the network.

Figure 1 illustrates a network upon which the present invention can be implemented. As shown in Figure 1, host network 102 is the global network of computers known as the Internet. Host network 102 can also be implemented using a private access wide area network (WAN). Attached to host network 102 is host site 104, listing clients 106, and subscribers 108. Host site 104, listing clients 106, and subscribers 108 can be implemented using any general purpose computer configured to send and receive information via host network 102. Computers sold by Dell, Compaq, Sun and others, possibly under the control of a windows-based operating system by Microsoft, and operating as described below can be used to implement host site 104, listing clients 106, and subscribers 108. Given the inherently sensitive nature of the transactions involved, host site 104 incorporates both discrete security protocols and privacy protocols, and will actively enable encrypted authenticated transmissions between host site 104, listing clients 106, and subscribers 108. Not shown in Figure 1 are the many intermediate nodes and other pieces of equipment that are required to allow host network 102 to function or that allow host site 104, listing clients 106, and subscribers 108 to connect and communicate via host network 102, as one of ordinary skill in the art has such knowledge.

Although the description of Figure 1 presented above contemplates that the listing clients and subscribers will be implemented using traditional personal computers, a variety of other communication devices can be used in place of these personal computers. For example, personal digital assistants (PDAs) and cellular phones are now capable of transmitting and receiving data from the Internet. Since these devices can send and receive data over the Internet, they can perform all of the tasks required by the listing client computers and subscriber computers, as these computers are used in the present invention. Thus, any device that can transmit and receive information from a global network of computers (such as the Internet) is, for the purposes of the specification and claims, to be considered a computer.

The present invention services two discrete types of users: *listing clients* and *network subscribers*. Although the host site could functionally accommodate an actual engagement process, its primary intended functions are (i) to enhance the range of choice afforded to listing clients by potential legal service providers beyond, if not well beyond, that otherwise afforded by present conventional means, and (ii) to substantially enhance the ability of service providers to become aware of persons in need of specific legal services and to submit proposals to provide same.

Figure 2 is a flowchart that depicts how a person or entity in need of legal/legal-related services for a particular purpose becomes a *listing client* and submits a request for proposal (RFP). As used herein, the term "legal-related services" includes business and financial services, *e.g.*, services such as accounting, financing, consulting, and other professional services. Although these types of services are not currently considered by most as being legal-related services, current trends suggest that legal services may, in the near future, be paired with other business related services. Since the present invention can accommodate a variety of legal and business related services, such business and financial related services should be considered within the scope of this invention. Initially, the person enters into a listing agreement with the host site (202). The listing agreement includes important background information about the client, and may create a fiduciary relationship between the operators of the host site and the listing client. After executing the listing agreement, the listing client creates a RFP (204). Once the RFP is created, the client is given the opportunity to proof read the RFP, and approve it for listing on the host site (206). Once the final version of the RFP is approved by the client, and if the client has not previously been issued a password to allow access to the host site, the client is prompted to select a password for future access to the host site (208). After approving the RFP, the client submits the RFP to the host site (210). This RFP delineates the particular services needed, together with whatever factual particulars, and limiting criteria, relating to same that they deem pertinent so as to enable prospective service providers to submit responsive proposals. While the RFP may alternatively be submitted in hard copy form, both to avoid transcription errors and/or loss in transit, its composition and submission electronically in standard text form (*e.g.*, XML, HTML, or ASCII) on a macro template provided by the host site, via a secure channel provided by the network, is the preferred method. In conjunction with the submission of a RFP, the listing client is asked to designate a listing protocol, to select a

conflicts check protocol and to specify both a start date for the listing and a closing date/deadline for submission of proposals in response to the listing.

To assist in the formulation of RFPs by its listing clients, the host site may also provide listing clients access to a menu of the types of specifications, terms and provisions that may be included in a RFP. The menu may also provide a listing client access to a compilation of model or exemplar provisions. From this menu, the listing client can select items for inclusion in their RFP via, for example, a point-and-click mechanism. Once a given model provision is imported into the RFP being composed, it can then be edited by the listing client to suit its particular circumstance. The model provisions compiled by the host site would be representative of the range of provisions typically included in RFPs of the type being created by the listing client, and would enable the listing client to compose a RFP much more quickly than if it had to be drafted from scratch.

An important part of the RFP addresses conflict of interest (COI) issues. The present invention incorporates COI protocols, some of which are in control of the listing client, and some of which are in the control of the subscriber, as described more fully below.

Listing clients can limit access to their RFP to specified subscribers, thereby creating functional "private listings." While this feature has a variety of potential uses and applications, one particular use is to limit access to the listing to only those attorneys/firms with whom the listing client already has a pre-existing attorney-client relationship. Listing clients may also include in these private listings attorneys/firms that have previously verified that they would have no COI problems in representing the listing client.

The listing client can also specify the characteristics that an attorney/firm must have in order to view the listing client's RFP. For example, the listing client can require a network subscriber to be a specialist in a certain area of law, or to be primarily (or exclusively) focused in representing plaintiffs or defendants before gaining access to the RFP. Thus, if a listing client has been accused of infringing another's patent, that listing client can require that only network subscribers who hold themselves out as having expertise in the field of intellectual property can view the RFP. Similarly, an insurance company needing representation in a series

of personal injury cases can require that only network subscribers who regularly represent insurance companies (as opposed to individual plaintiffs) can view its RFPs.

5 In addition, the present invention implements a "lock-out" feature capability that is the mirror reverse of the "private listing" option. The "lock out" feature allows a listing client to specify that particular service providers (if otherwise network subscribers) not be accorded
10 access to their RFP listing. This feature enables listing clients to proactively preclude firms with whom they are currently in litigation and/or firms of which they are aware already have either an actual or probable COI from obtaining access to any RFP which either may contain sensitive information, or of which the client otherwise does not want those service providers
15 to be aware. These two options allow a listing client to further compartmentalize subscriber access to a particular listing and enhance the ability of the present invention to manage COI issues.

20 The listing client's RFP and password are then reviewed and approved by the host site (212). The host site verifies/confirms the selection of any conflicts check protocols and the insertion of any appropriate default protocols. If the client's password is a duplicate of another client's password, or if the client did not supply the necessary information in their RFP, the host site will notify the client, and ask them to submit another password and/or complete the RFP. Assuming the password and RFP are approved by the host site, the host site issues the listing client a discrete RFP listing number for that RFP (214). The listing client uses the RFP listing
25 number in conjunction with the password to access response and other replies submitted by network subscribers to the RFP, and to edit the RFP if needed. Finally, the host site posts the RFP where network subscribers can review the RFP and submit proposal in response to the RFP, as will be discussed in more detail below (216).

After submitting a RFP and the appropriate password/listing number, the host site
30 affords the listing client access to information specific to the client's listing(s), consisting of subscriber proposals submitted in specific response to their posted RFP(s) or subscriber requests for clarification of any criteria or specifications delineated in a listing. The host site also allows the listing client to edit/amend their own listings so as to, *inter alia*, make any

modifications or further clarifications they subsequently deem necessary or appropriate, or to terminate a given listing, or to extend a given listing response deadline.

Figure 3 illustrates a method whereby a person or entity becomes a subscriber to the host site. Initially, the subscriber completes a subscriber profile in which they describe various characteristics of their practice (302). Given that many professional legal/legal-related needs are regarded as being inherently sensitive in nature, the substantive advancements in ease and range of accessibility achieved by the present invention are balanced/offset via the incorporation of an array of protective protocols, including compartmentalization controls, such that subscribers are afforded access only to listings pertaining to their professional discipline and/or area of practice, *e.g.*, accident reconstruction experts are not accorded access to listings for forensic accounting experts, and neither can obtain access to RFP listings for legal services; legal practitioners cannot obtain access to either type of listing (except their own listings, if any, for such services).

Subscribers are required to delineate their service provider profile via specification of their particular professional discipline(s) and their particular areas of practice in terms of subject matter, and as to whether they are either board-certified or possess other special credentials in any one or more of those areas of practice. The latter can be of significance since some listing clients may, for example, specify board certification in a particular area either as an eligibility requirement for persons submitting bids to their RFP listing (if not as a gateway for having access to that listing), while the former also serves as a pro-active filter/matrix in determining, in part, the composition of the listing index display for that particular subscriber. After completing a profile, the subscriber submits the profile to the host site (304).

Concurrent with the submission of the profile, the subscriber is permitted to select a password (306), which, when combined with the account number described in step 310 below, is functionally utilized as a passkey to obtain access to the index of RFP listings as shown in step 312.

After the host site receives the profile, the host site processes the subscriber's profile and verifies that the person or entity applying to become a subscriber meets certain

qualifications (308). Subscriptions to the host site are limited to providers of legal or legal-related services. To become subscribers, attorneys must verify that they are licensed and in good standing to practice law in one or more states, and law firms (or their functional equivalents, including professional corporations and limited liability corporations encompassing a legal practice) must designate one or more partners or shareholders having such status. The state(s) in which a lawyer (or members of a law firm) is licensed also form part of the given subscriber's user profile, which in turn is determinative of the listings to which they would ordinarily be accorded access. Likewise, legal-related service providers, which may include a variety of professionals, including *e.g.*, professional economists, forensic accountants and engineers, and academicians in various disciplines, are likewise required to verify their licenses and/or credentials as part of the subscription enrollment process. These verifications will be subject to independent cross-check by the host site.

Listing clients typically will not become subscribers to the host site, given that network subscriptions are limited to professional service providers. However, some subscribers to the host site may also become listing clients, since the network also enables subscribing professional service provider firms to post their own listings for local counsel, or specialized counsel or expert needs.

As part of the subscription enrollment procedure, service providers have entered into contracts which expressly acknowledge their understanding and agreement that the information contained in RFPs is being provided by listing clients solely for the purpose of enabling subscribing service providers to determine whether they are or are not in a position to provide the requested professional services, and, if so, whether and on what basis they propose to do so, and that such information is deemed to have been provided to the subscriber in the same confidence as if the client had consulted said service provider directly in person.

After verifying the subscriber's identity and qualifications, the host site issues the subscriber a unique subscription account number (310), which when paired with the password selected by the subscriber as described in step 306, gives the subscriber access to a customized index of current listings, which provides a summary description of each current listing in the subscriber's specified service areas (geographic and subject matter), including a brief generic

statement of the type of services requested (as specified by the client or by host default), the pertinent geographic area (if any), and which may or may not also identify the listing client by name (312). This customized index also takes into account any private listing or lock-out specifications contained in the various RFPs.

5 Figure 4A is a hypothetical sample index of RFP listings that might be displayed for a given law firm subscriber, being one which was presumably based in Texas or had attorneys licensed to practice in that state, and one which also presumably specified the areas of "bankruptcy", "collections" and either "contract law" or "contract litigation" in its subscriber profile, and presumably may also have specified that firm members were admitted to practice
10 in the bankruptcy courts of the geographical federal districts specified. Figure 4B is a second hypothetical index of listings that might contemporaneously be displayed for another law firm subscriber that also listed "bankruptcy" as an active area of its practice, but did not specify "collections", "contract law" or "contract litigation" as additional areas of practice in its profile (although the latter firm may also have listed "creditors rights" or "intellectual property" as
15 additional specified subject matter areas within its practice)."

Accordingly, the customized index may be referred to as an "active index." The host site, operating according to present invention, compares a given subscriber's user profile criteria against listing client RFP specifications to create a unique, customized index of current RFP listings for that subscriber. The active index is continuously updated, as any pertinent new
20 listings are automatically added, and earlier listings are deleted on expiration of specified RFP response deadlines. The active index may also delete index listings at the subscriber's option following an initial review, or otherwise "flag" such listings as having already been reviewed. Listings that have been previously "flagged" are visually highlighted when subsequently presented to a subscriber.

25 Figure 5 is a flowchart which illustrates the method for determining whether a particular RFP will appear in a subscriber's active index. Initially, the host site determines whether the RFP listing period is open (502). When creating a RFP, the listing client may specify a certain time period that the RFP will be available to subscribers. If the time period requirement

specified by the listing client is not met, the RFP will not be listed in the subscriber's active index (518). Next, the host site determines whether the particular subscriber was specified by the listing client as being one of the attorneys or firms noted in a private listing for the particular RFP (504). If the subscriber was specified in a private listing for the RFP, the RFP will be included in the subscriber's active index, as long as the subscriber has not deleted the RFP from a previous index (516). If the subscriber was not specified in a private listing, the host site next determines whether the subscriber meets any licensing or other credential requirements specified by the listing client in the RFP (506). If the subscriber does not meet these requirements, processing continues at step 518. If the subscriber meets the licensing or other credential requirements, or if no licensing or credential requirements are specified, the host site will determine whether the subscriber meets any geographic requirements specified in the RFP (508). If the subscriber does not meet the geographic requirements, processing continues at step 518. If the subscriber does meet the geographic requirements specified in the RFP, or if no geographic requirements are specified, the host site determines whether the subscriber was specified in the RFP as one of the attorneys or firms that was "locked out" by the listing client for this RFP (510). If the subscriber was locked out, processing continues at step 518. If the subscriber was not locked out, the host site determines whether the subscriber's area(s) of practice meet any area of practice requirements or plaintiff/defendant orientation requirements specified in the RFP (512). If the subscriber does not meet the area of practice or orientation requirements, processing continues at step 518. Otherwise, the RFP will be included in the subscriber's active index (516). (For the purposes of this invention, steps 504-512 can be implemented in a order other than that shown in Figure 5).

Figure 6 illustrates how a subscriber can respond to a RFP. Initially, the subscriber selects an index item that represents a RFP to obtain additional information on a specific RFP (602). In response to the subscriber's selection, the host site displays a "pop-up" window that reminds the subscriber that the information contained in that listing is deemed confidential in accordance with the applicable provisions of the subscription enrollment agreement and prevailing standards of professional and ethical conduct (604). The subscriber must affirmatively acknowledge and agree to these provisos or otherwise cancel/back out of access to said listing (606). This "pop-up" window may be accompanied by one or more additional successive "pop-up" windows, which may require the subscriber to confirm its understanding

that (1) the RFP entails services to be provided in a particular state, court or locale, (2) it is duly licensed and otherwise qualified to provide services in that area, and (3) depending on the COI protocol specified by the listing client, no conflict of interest exists to the extent the subscriber can check for such a conflict in light of the information provided in the RFP.

5 These checks are necessary, because, in order to advise and represent clients effectively in a broad array of matters, it is essential that attorneys be provided critical information of a highly sensitive nature pertaining to core interests of the client (*e.g.*, trade secrets) on almost a routine basis. Information of such character, as compared to less sensitive proprietary information, is only rarely, made available to other types of service providers, including those
10 dealing in other professional services; these other exceptions, and any recognized privileges of confidentiality associated with same are limited in scope, such as the accountant-client privilege. By contrast, to promote the flow of highly sensitive information from client to attorney to best assure effective legal representation, attorney-client privileges are both well-recognized and accorded broad scope in virtually all Western cultures. At the same time, those
15 privileges are also derivative of one of the fundamental precepts of the legal profession, being that of absolute fidelity to the client as against all others; this duty mandates that legal professionals avoid any actual or potential conflict of interest so as to not place themselves in a position of having divisive interests as between themselves and their clients, or divided loyalties as between two or more clients.

20 Having selected a specific RFP item from the listing index for actual review if/after navigating any initial "pop-up" windows regarding stipulation/acknowledgment of confidentiality, initial COI checks and/or eligibility requirements, if the listing selected is one that is anonymous, the subscriber may next encounter an abstract version of the listing incident to a further COI check pertaining to substantive core interest work activity and/or a listing of
25 third parties identified as having interests adverse to those of the listing client, again requiring affirmative confirmation that no actual or probable COI exists as a prerequisite to obtaining further access to that listing.

Figure 7 is a flowchart that depicts in detail how COI issues are resolved in the process of gaining access to a RFP. Initially, the subscriber determines whether the listing client is identified by name (or by some other means) in the RFP (702). If the listing client did identify themselves, a check is made to determine whether the listing client requested that a preliminary COI check be conducted by the subscriber prior to gaining access to the entire contents of the RFP (704). If the listing client did require that a preliminary COI check be conducted, the subscriber is required to perform such a check. If the subscriber's COI check resulted in the identification of a conflict (706), the subscriber will not be given access to any further information contained in the RFP (710). If the listing client did not request that a preliminary COI check be conducted, or if they did request that such a check be conducted and the results of the check were negative (706), the subscriber then determines whether it wishes to submit a bid for the particular RFP (708). If the subscriber does submit a bid, the bid is submitted along with a notation that no COI was identified (712). On the other hand, if the subscriber does not wish to submit a bid, the process ends (713), with respect to the COI issues.

If the client did not identify themselves in the RFP, the subscriber determines whether the listing client requested that an activity-based COI check be performed (714). If such a COI check is requested, the subscriber will perform such an investigation. If an activity-based COI check identifies a problem (716), the subscriber will be given no further access to the RFP (718). Alternatively, if no activity-based COI is found, or if no activity-based COI is requested, the subscriber then determines whether or not it wishes to submit a bid (720). If the subscriber does submit a bid, the bid is subject to the subscriber conducting a second phase COI check based on the name of the listing client after the client identifies itself (722). The listing client can identify itself to any number of attorneys or firms that submit bids in response to its RFP. If the subscriber does not wish to submit a bid for the RFP, the process ends (724), with respect to the COI issues.

Subject to any such secondary COI check prerequisites, the subscriber then obtains access to a full text version of the selected RFP (608), which will typically contain a more detailed listing of the services needed together with any additional specifications as are required or desired by the listing client to be addressed in a responsive proposal to provide such services.

In this regard, for example, certain types of legal services are such to be almost of a generic character, such as collections on credit card accounts that are in arrears and in default for non-payment under the terms of the issuer's account agreement, and the amount of the credit extended falls within a given range (*e.g.* \$5000 to \$10,000 each); the listing client may specify that it requires or desires a flat-rate-per-account bid (and perhaps not to exceed a given ceiling) or may specify that it requires or desires a contingent fee arrangement bid based on either a stated or proposed percentage of the balances collected. By way of further example, in the instance of other service needs which are or may not be susceptible to either flat rate or contingent fee arrangements, the listing client may specify that it requires or desires that responsive proposals be premised on a "blended" or composite hourly fee, or alternatively that they should simply delineate the proffered hourly fee rates for all persons or staff levels which the subscriber proposes to have provide those service needs, together with a preliminary estimate or estimated range of the billable hours that may be required to meet those needs. Other specifications may not be price-related, such as a request for references, a proposed staffing schedule, or a summary or more detailed delineation of previous experience in the particular area(s) involved.

Following initial review of a given RFP listing, the subscriber will make some determination as to whether or not it is interested in submitting a proposal (610), and is afforded the options of (i) if the subscriber has already determined it has no interest in submitting a response, indicating the same, triggering a "pop-up" reminder/re-confirmation that the information contained therein is deemed confidential incident to exiting the listing (612); (ii) deferring an indication of interest pending further consideration and/or review of other current listings, triggering a similar "pop-up" screen regarding confidentiality, with an advisory that the listing has been electronically "flagged" as having been deferred pending further consideration (614); and (iii) otherwise indicating affirmative interest in the RFP and submitting a responsive proposal (616).

A subscriber's confirmation of affirmative interest in submitting a proposal enables additional functions of the host site, including (i) the enablement of a print capability; (ii) the enablement of a "free form" response form, with (iii) an active "toggle" capability; allowing

the subscriber to flip back and forth between the RFP listing and response form screens; and (iv) the disclosure of any contact information, provided by the listing client for subscribers who need clarification of some aspect of, and/or any additional information pertinent to, the RFP in question; in addition, ideally, the listing client has provided its RFP listing in a format which enables the host site to generate a "mirror image" response form which makes provisions for the subscriber's inclusion of information pertinent to all mandatory response criteria specified by the listing client, as well as provisions for inclusion of any additional information which is either designated to be optional by the listing client or as is otherwise being supplied by the subscriber supplementally at its own option.

It is noted that the limited enablement of a print capability of documents from the host site database by subscribers represents an additional security feature of the present invention, in this instance such that only subscribers who have affirmatively negotiated all prior COI checkpoints, met all preemptive eligibility requirements, affirmatively acknowledged the confidentiality of information provided by the RFP listing client, and that have additionally expressly affirmed their interest in submitting a response to a given RFP, are only then able to obtain a hard copy of the RFP listing; nevertheless, activation of the print function at this juncture triggers another "pop-up" window requiring the subscriber to reconfirm the confidentiality and non-dissemination of the copy of the RFP being provided. Printer capability enablement is otherwise only available to subscribers for the limited purposes of printing copies of (i) the subscriber's agreement(s) with the site host; (ii) any pertinent site-generated electronic invoices, if any; (iii) copies of any RFP responses submitted by the subscriber; (iv) electronic log confirmations of RFP response submissions by that subscriber; and (v) a copy of a given RFP listing index accessed by the subscriber, solely for purposes of being able to disseminate same among the members of a subscriber firm; selection of the last enablement function also triggers a confidentiality/non-dissemination "pop-up" caveat requiring further separate confirmation.

As indicated above, aspects of this invention pertain to specific "method functions" implementable on computer systems. In an alternate embodiment, the invention may be implemented as a computer program product for use with a computer system. Those skilled in

the art should readily appreciate that programs defining the functions of the present invention can be delivered to a computer in many forms, which include, but are not limited to: (a) information permanently stored on non-writable storage media (*e.g.* read only memory devices within a computer such as ROMs or CD-ROM disks readable only by a computer I/O attachment); (b) information alterably stored on writable storage media (*e.g.* floppy disks and hard drives); or (c) information conveyed to a computer through communication media, such as a local area network, a telephone network, or a public network like the Internet. It should be understood, therefore, that such media, when carrying computer readable instructions that direct the method functions of the present invention, represent alternate embodiments of the present invention.

While the invention has been particularly shown and described with reference to a preferred embodiment, it will be understood by those skilled in the art that various changes in form and detail may be made therein without departing from the spirit and scope of the invention.

WHAT IS CLAIMED:

1 1. A computer system for exchanging legal and legal-related information between listing
2 clients and network subscribers, comprising:

3 a host site computer;

4 a listing client computer in communication with the host site computer;

5 a network subscriber computer in communication with the host site computer, where
6 the host site computer, the listing client computer, and the network subscriber computer are
7 operable in a particular mode of operation, wherein,

8 a request for proposal is created using the listing client computer, the request for
9 proposal includes criteria for determining whether a network subscriber can view the
10 request for proposal, and the listing client computer transmits the request for proposal
11 to the host site computer;

12 a profile is created using the network subscriber computer, wherein the profile
13 includes characteristics of the network subscriber, and the network subscriber computer
14 transmits the profile to the host site computer; and

15 the host site computer compares the request for proposal and the profile to
16 determine if the network subscriber will have access to the request for proposal.

1 2. The computer system as described in claim 1, wherein the particular mode of operation
2 further includes the network subscriber using the network subscriber computer to create a
3 response to the request for proposal, and the host site computer associating the request for
4 proposal and the response to the request for proposal.

1 3. The computer system as described in claim 1, wherein the request for proposal includes
2 at least one of an identity of the listing client, an identity of a network subscriber, an orientation
3 of the network subscriber, a description of legal services required by the listing client, a
4 description of legal-related services required by the listing client, and a geographic location.

1 4. The computer system as described in claim 1, wherein the profile includes at least one
2 of an identity of the network subscriber, an area of expertise of the network subscriber, a
3 geographic location, and an orientation of the network subscriber.

1 5. The computer system as described in claim 1, wherein the particular mode of operation
2 further includes the host site computer prompting the network subscriber with a confidentiality
3 notice to which the network subscriber must affirmatively respond before the network
4 subscriber is allowed to view a particular request for proposal.

1 6. The computer system as described in claim 1, wherein the host site maintains an active
2 index of requests for proposals, the active index available to a particular network subscribers
3 varies depending upon information contained in requests for proposals entered by a plurality
4 of listing clients and the information contained in a profile for the particular network subscriber.

1 7. The computer system as described in claim 1, wherein in the particular mode of
2 operation, the host site computer requires a particular network subscriber to acknowledge a
3 confidentiality requirement before allowing the particular network subscriber to print the
4 request for proposal.

1 8. A method for exchanging legal and legal-related information between listing clients and
2 network subscribers using a computer network, comprising:

3 providing a host site computer;

4 providing a listing client computer in communication with the host site computer;

5 providing a network subscriber computer in communication with the host site computer;

6 creating a request for proposal using the listing client computer, the request for proposal
7 including criteria for determining whether a network subscriber can view the request for
8 proposal;

9 transmitting the request for proposal to the host site computer;

10 creating a profile using the network subscriber computer, wherein the profile includes
11 characteristics of the network subscriber;

12 transmitting the profile to the host site computer; and

13 comparing the request for proposal and the profile on the host site computer to
14 determine if the network subscriber will have access to the request for proposal.

1 9. The method as described in claim 8, further comprising:

2 creating a response to the request for proposal; and

3 associating the response to the request for proposal with the request for proposal.

1 10. The method as described in claim 8, wherein the step of creating a request for proposal
2 includes inserting at least one of the following pieces of information into the request for
3 proposal: an identity of the listing client, an identity of a network subscriber, an orientation of
4 the network subscriber, a description of legal services required by the listing client, a
5 description of legal-related services required by the listing client, and a geographic location.

1 11. The method as described in claim 8, wherein the step of creating a profile includes
2 inserting at least one of the following pieces of information into the profile: an identity of the
3 network subscriber, an area of expertise of the network subscriber, a geographic location, and
4 an orientation of the network subscriber.

1 12. The method as described in claim 8, further comprising prompting the network
2 subscriber with a confidentiality notice to which the network subscriber must respond before
3 the network subscriber is allowed to view a particular request for proposal.

1 13. The method as described in claim 8, further comprising maintaining an active index for
2 each of a plurality of network subscribers, wherein the active index for a particular network
3 subscriber varies according to information contained in requests for proposals entered by a
4 plurality of listing clients and information contained in the profile for the particular network
5 subscriber.

1 14. The method as described in claim 8, further comprising a particular network subscriber
2 acknowledging confidentiality requirements before printing the request for proposal.

1 15. A computer system for exchanging legal and legal-related information between listing
2 clients and network subscribers using a computer network, comprising:

3 a host site computer;

4 a listing client computer in communication with the host site computer;

5 a network subscriber computer in communication with the host site computer;

6 means for creating a request for proposal using the listing client computer, the request
7 for proposal including criteria for determining whether a network subscriber can view the
8 request for proposal;

9 means for transmitting the request for proposal to the host site computer;

10 means for creating a profile using the network subscriber computer, wherein the profile
11 includes characteristics of the network subscriber;

12 means for transmitting the profile to the host site computer; and

13 means for comparing the request for proposal and the profile on the host site computer
14 to determine if the network subscriber will have access to the request for proposal.

1 16. The computer system as described in claim 15, further comprising:

2 means for creating a response to the request for proposal;

3 means for associating the request for proposal and the response to the request for
4 proposal on the host site computer.

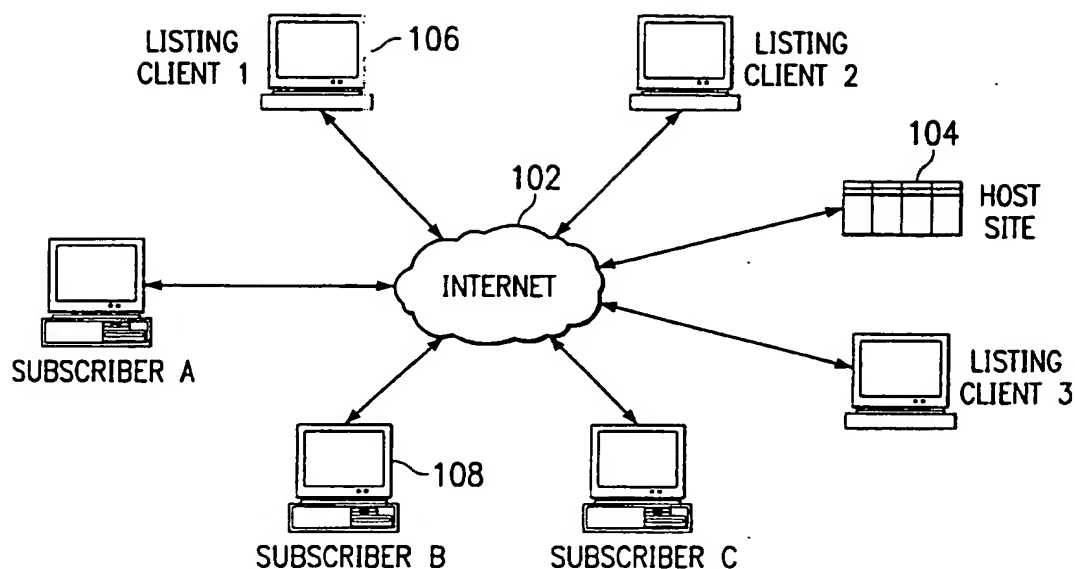
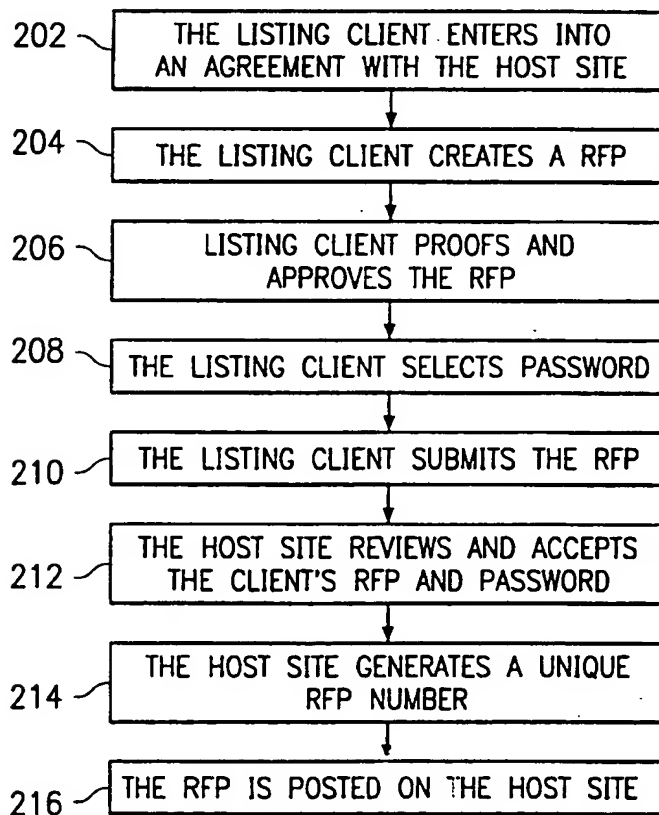
1 17. The computer system as described in claim 15, wherein the means for creating a request
2 for proposal includes a means for including at least one of the following pieces of information
3 into the request for proposal: an identity of the listing client, an identity of a network subscriber,
4 an orientation of the network subscriber, a description of legal services required by the listing
5 client, a description of legal-related services required by the listing client, and a geographic
6 location.

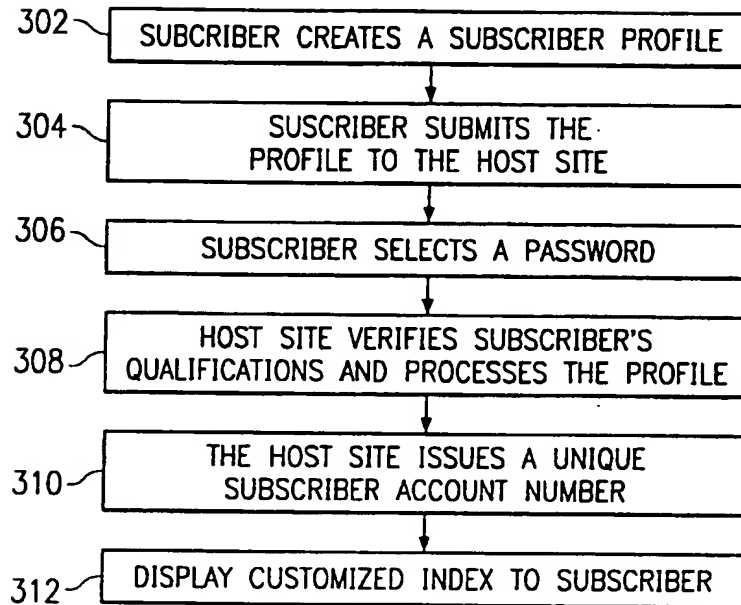
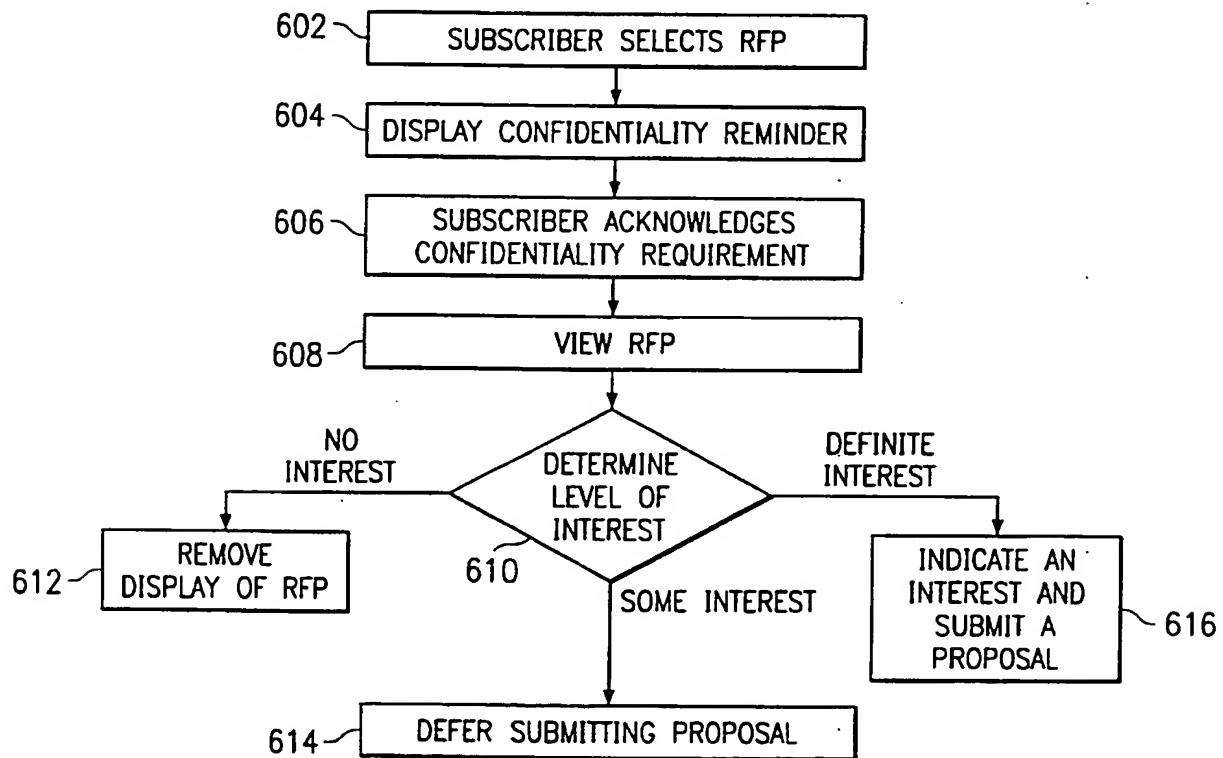
1 18. The computer system as described in claim 15, wherein the means for creating a profile
2 includes a means for including at least one of the following pieces of information into the
3 profile: an identity of the network subscriber, an area of expertise of the network subscriber, a
4 geographic location, and an orientation of the network subscriber.

1 19. The computer system as described in claim 15, further comprising a means for
2 prompting the network subscriber with a confidentiality notice to which the network subscriber
3 must respond before the network subscriber is allowed to view a particular request for proposal.

1 20. The computer system as described in claim 15, further comprising a means for
2 maintaining an active index for each of a plurality of network subscribers, wherein the active
3 index for a particular network subscriber varies according to information contained in requests
4 for proposals entered by a plurality of listing clients and information contained in the profile
5 for the particular network subscriber.

1 21. The computer system as described in claim 15, further comprising a means for a
2 particular network subscriber to acknowledge confidentiality requirements before printing the
3 request for proposal.

*FIG. 1**FIG. 2*

*FIG. 3**FIG. 6*

LISTING NUMBER	LISTING CLIENT	AREA OF PRACTICE	WORK DESCRIPTION	GEOGRAPHIC AREA	REQUIREMENTS/PREFERENCES	RESPONSE DEADLINE
TX0699A0023	AMERICAN BANCORP	BANKRUPTCY/ CREDITORS RIGHTS	REPRESENTATION IN APPROX. 35 PENDING CASES RE: UNSECURED CREDIT CARD ACCTS.	PRIMARILY IN SOUTHERN DIST. TX	SBOT REQ.	DECEMBER 4, 1999
TX0699A0028	ANONYMOUS (CONSTRUCTION SRVCS CO.)	BANKRUPTCY	PUBLICLY-HELD CO. SEEKING LEAD COUNSEL FOR CH. 11 FILING	HOUSTON, TX/ SOUTHERN DISTRICT	SBOT & S.D. TX REQ.	DECEMBER 15, 1999
TX0699A0047	ANONYMOUS (SEMICONDUCTOR MFG. CO.)	BANKRUPTCY; INTELLECTUAL PROPERTY	COUNSEL SOUGHT TO DEFEND ADVERSARY PROCEEDING ALLEGING PATENT INFRINGEMENT	DALLAS, TX/ NORTHERN DISTRICT	SBOT & N.D. TX REQ.	EXTENDED TO DECEMBER 11, 1999
US0799A0059	ANONYMOUS (DATA COMMUNICATIONS SERVICE PROVIDER)	COLLECTIONS	AUSTIN, TX-BASED CO. NEEDS COUNSEL TO OVERSEE COLLECTIONS RE: APPROX 150 ACCTS.	NATIONAL	NATIONAL FIRM PREFERRED	JANUARY 15, 2000
LA0699H0008	BALTHUS DRILLING CO.	BANKRUPTCY; CREDITORS RIGHTS; OIL AND GAS	BEAUMONT TX-BASED CO. SEEKS COUNSEL TO PURSUE CLAIMS RE: OILFIELD EQUIPMENT LEASE IN OAKMONT PROD. CO. BANKRUPTCY	EASTERN DISTRICT LA (NEW ORLEANS)	E.D. LA REQ.	NOVEMBER 29, 1999
TX1099C0018	COMSTOCK PARTNERS	CONTRACT LITIGATION	COUNSEL TO DEFEND RE: ALLEGED BREACH OF JOINT VENTURE AGREEMENT WITH PRAXIS CORP.	WICHITA FALLS, TX (78TH DISTRICT CT.)	SBOT REQ.	NOVEMBER 18, 1999
LISTING NUMBER	LISTING CLIENT	AREA OF PRACTICE	WORK DESCRIPTION	GEOGRAPHIC AREA	REQUIREMENTS/PREFERENCES	RESPONSE DEADLINE

FIG. 4A

LISTING NUMBER	LISTING CLIENT	AREA OF PRACTICE	WORK DESCRIPTION	GEOGRAPHIC AREA	REQUIREMENTS/PREFERENCES	RESPONSE DEADLINE
TX0699A0023	AMERICAN BANCORP	BANKRUPTCY/ CREDITORS RIGHTS	REPRESENTATION IN APPROX. 35 PENDING CASES RE: UNSECURED CREDIT CARD ACCTS.	PRIMARILY IN SOUTHERN DIST. TX	SBOT REQ.	DECEMBER 4, 1999
TX0699A0028	ANONYMOUS (CONSTRUCTION SRVCS CO.)	BANKRUPTCY	PUBLICLY-HELD CO. SEEKING LEAD COUNSEL FOR CH. 11 FILING	HOUSTON, TX/ SOUTHERN DISTRICT	SBOT & S.D. TX REQ.	DECEMBER 15, 1999
TX0699A0047	ANONYMOUS (SEMICONDUCTOR MFG. CO.)	BANKRUPTCY; INTELLECTUAL PROPERTY	COUNSEL SOUGHT TO DEFEND ADVERSARY PROCEEDING ALLEGING PATENT INFRINGEMENT	DALLAS, TX/ NORTHERN DISTRICT	SBOT & N.D. TX REQ.	EXTENDED TO DECEMBER 11, 1999
TX0699A0017	ANONYMOUS (PROFESSIONAL MEDICAL SERVICES PROVIDER)	REORGANIZATIONS AND/OR BANKRUPTCY	ASSISTANCE IN REORGANIZATION/REHABILITATION EFFORTS AND WITH POTENTIAL CH. 11 FILING	DALLAS, TX	SBOT & USDC FOR N.D. TX REQ.	FEBRUARY 18, 2000
LA0699H0008	BALTHUS DRILLING CO.	BANKRUPTCY; CREDITORS RIGHTS; OIL AND GAS	BEAUMONT TX-BASED CO. SEEKS COUNSEL TO PURSUE CLAIMS RE: OILFIELD EQUIPMENT LEASE IN OAKMONT PROD. CO. BANKRUPTCY	EASTERN DISTRICT LA (NEW ORLEANS)	E.D. LA REQ.	NOVEMBER 29, 1999
TX0699H0008	HELLMAN FINANCIAL CORP.	BANKRUPTCY	COUNSEL SOUGHT TO REPRESENT ITS INTERESTS AS A CREDITOR IN INTERTECH'S CH. 11 PROCEEDINGS	DALLAS, TX (N.D.)	N.D. TX REQ.	JANUARY 13, 2000
LISTING NUMBER	LISTING CLIENT	AREA OF PRACTICE	WORK DESCRIPTION	GEOGRAPHIC AREA	REQUIREMENTS/PREFERENCES	RESPONSE DEADLINE

FIG. 4B

FIG. 5

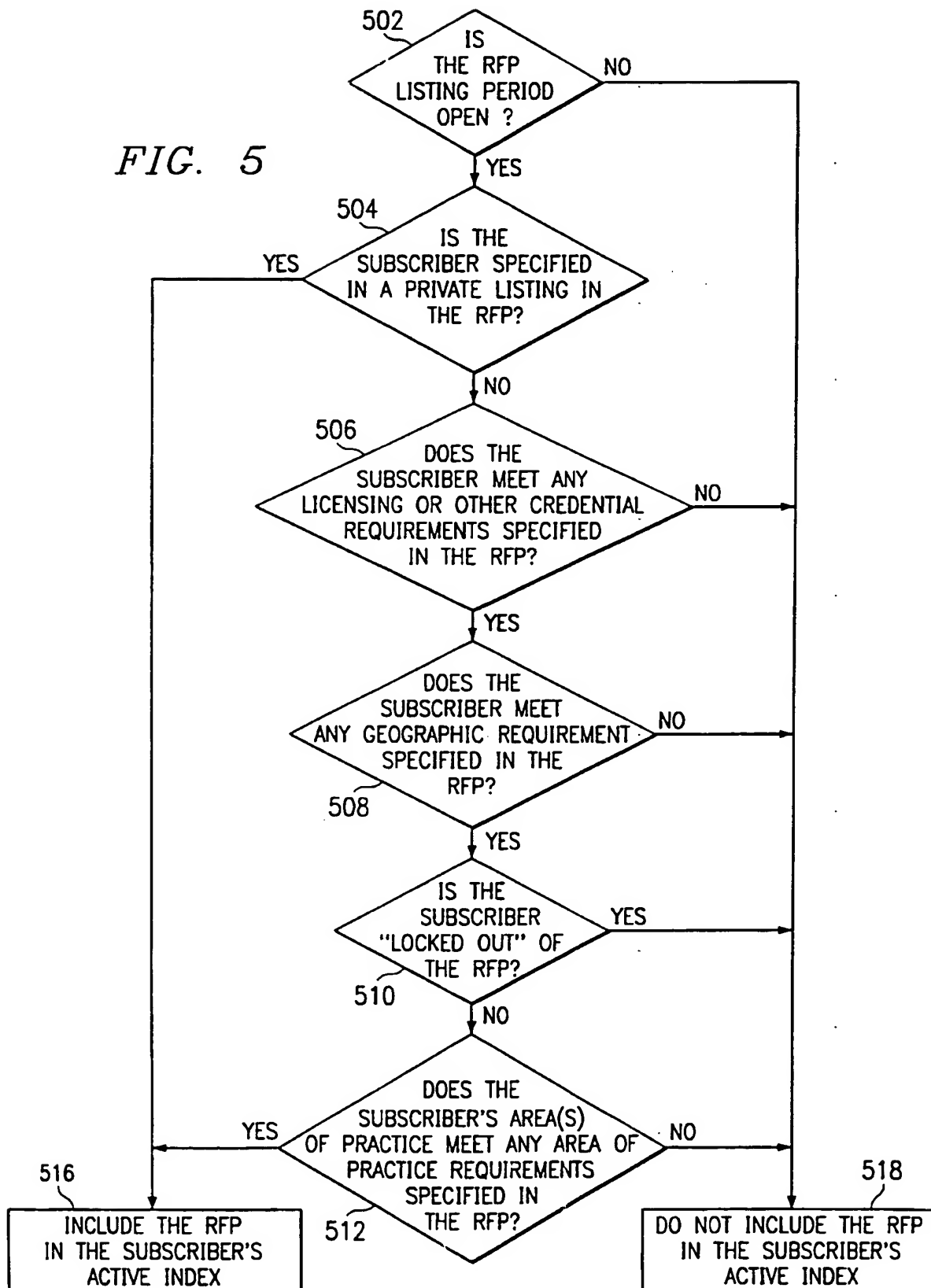
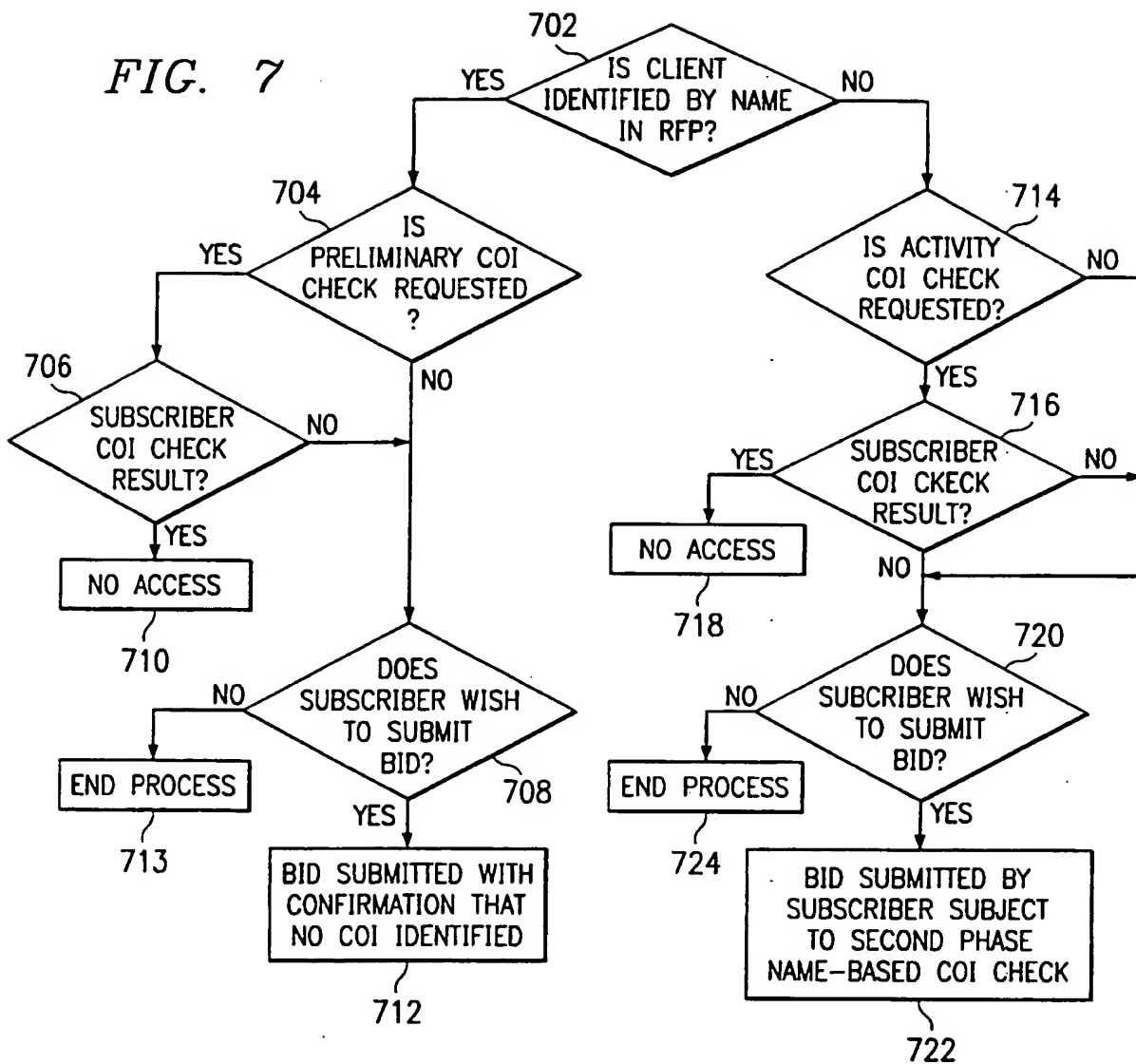


FIG. 7



INTERNATIONAL SEARCH REPORT

International Application No

PCT/US 99/29250

A. CLASSIFICATION OF SUBJECT MATTER

IPC 7 G06F17/60

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

IPC 7 G06F

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practical, search terms used)

WPI Data, EP0-Internal, INSPEC, PAJ

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category *	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No. .
X	US 5 862 223 A (JORASCH JAMES A ET AL) 19 January 1999 (1999-01-19) column 6, line 57 -column 11, line 39 column 17, line 12 -column 18, line 22	1-21
A	EP 0 944 008 A (DIGITAL VISION LAB) 22 September 1999 (1999-09-22) column 2, line 27 -column 8, line 15	1-21
A	WO 99 42935 A (PLICHTA SCOTT ;CONA FRANK A JR (US); IP WAREHOUSE INC (US)) 26 August 1999 (1999-08-26) page 4, line 19 -page 5, line 7	1-21
	-/-	

☒ Further documents are listed in the continuation of box C.

☒ Patent family members are listed in annex.

* Special categories of cited documents :

- "A" document defining the general state of the art which is not considered to be of particular relevance
- "E" earlier document but published on or after the international filing date
- "L" document which may throw doubts on priority claim(s) or which is cited to establish the publication date of another citation or other special reason (as specified)
- "O" document referring to an oral disclosure, use, exhibition or other means
- "P" document published prior to the international filing date but later than the priority date claimed

- "T" later document published after the international filing date or priority date and not in conflict with the application but cited to understand the principle or theory underlying the invention
- "X" document of particular relevance; the claimed invention cannot be considered novel or cannot be considered to involve an inventive step when the document is taken alone
- "Y" document of particular relevance; the claimed invention cannot be considered to involve an inventive step when the document is combined with one or more other such documents, such combination being obvious to a person skilled in the art.
- "&" document member of the same patent family

Date of the actual completion of the international search

31 July 2000

Date of mailing of the international search report

09/03/2000

Name and mailing address of the ISA

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Authorized of/for

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INTERNATIONAL SEARCH REPORT

International Application No

PCT/US 99/29250

C.(Continuation) DOCUMENTS CONSIDERED TO BE RELEVANT

Category *	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
A	<p>DORNER B L: "Joining the INTERNET wave information for lawyers" LAW PRACTICE MANAGEMENT, JULY-AUG. 1996, AMERICAN BAR ASSOC, USA, vol. 22, no. 5, XP000933535 ISSN: 1045-9081 page 1, column 1</p>	1-21

INTERNATIONAL SEARCH REPORT

Information on patent family members

International Application No

PCT/US 99/29250

Patent document cited in search report		Publication date	Patent family member(s)	Publication date
US 5862223	A	19-01-1999	AU 3812097 A	10-02-1998
			BR 9710547 A	11-01-2000
			CA 2260272 A	29-01-1998
			EP 0909494 A	21-04-1999
			WO 9804061 A	29-01-1998
EP 0944008	A	22-09-1999	JP 11327717 A	30-11-1999
WO 9942935	A	26-08-1999	NONE	